

# CONTRACT



**WNLO**  
**2077 Elmwood Ave.**  
**Buffalo, NY 14207**  
**(716) 874-4410**

And:

**Smart Media Group**  
**814 King Street**  
**Suite 400**  
**Alexandria, VA 22314**  
**USA**

<u>Contract / Revision</u> 906988 /		<u>Alt Order #</u> 25249682
<u>Product</u> <b>ORDER</b>		
<u>Contract Dates</u> <b>09/20/16 - 09/26/16</b>		<u>Estimate #</u> <b>920926</b>
<u>Advertiser</u> <b>POL/Tom Reed</b>		<u>Original Date / Revision</u> 07/21/16 / 09/21/16
<u>Billing Cycle</u> EOM/EOC	<u>Billing Calendar</u> Broadcast	<u>Cash/Trade</u> Cash
<u>Property</u> <b>WNLO</b>	<u>Account Executive</u> Katz Washington	<u>Sales Office</u> Katz/Washingto
<u>Special Handling</u>		
<u>Demographic</u> Adults 35+		
<u>Agency Code</u> 9912891	<u>Advertiser Code</u> REENY	<u>Product 1/2</u> ORDR
<u>Agency Ref</u> IN10086/SP6681/TO13		<u>Advertiser Ref</u>

*Line	Ch	Start Date	End Date	Description	Start/End Time	Days	Length	Spots/Week	Rate	Rtn	Type	Spots	Amount
N 1	WNLO	09/20/16	09/20/16	Wake Up Live M-F 7a-9a	M-F 7a-9a		:30				NM	1	\$20.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>	<u>Spots/Week</u>			<u>Rate</u>					
Week:		09/19/16	09/25/16	-2-----	2			\$20.00					
	<u>Spot</u>	<u>Ch</u>	<u>Date Range</u>	<u>Description</u>	<u>Start/End Time</u>	<u>Weekdays</u>	<u>Length</u>		<u>Rate</u>		<u>Type</u>		
	1	WNLO	09/19/16-09/25/16	Wake Up Live M-F 7a-9a	M-F 7a-9a	-Tu-----	:30		\$20.00		NM		
				Credited									
N 2	WNLO	09/21/16	09/21/16	Wake Up Live M-F 7a-9a	M-F 7a-9a		:30				NM	0	\$0.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>	<u>Spots/Week</u>			<u>Rate</u>					
Week:		09/19/16	09/25/16	--2----	2			\$20.00					
	<u>Spot</u>	<u>Ch</u>	<u>Date Range</u>	<u>Description</u>	<u>Start/End Time</u>	<u>Weekdays</u>	<u>Length</u>		<u>Rate</u>		<u>Type</u>		
	1	WNLO	09/19/16-09/25/16	Wake Up Live M-F 7a-9a	M-F 7a-9a	---W-----	:30		\$20.00		NM		
				Credited									
	2	WNLO	09/19/16-09/25/16	Wake Up Live M-F 7a-9a	M-F 7a-9a	---W-----	:30		\$20.00		NM		
				Credited									
N 3	WNLO	09/22/16	09/22/16	Wake Up Live M-F 7a-9a	M-F 7a-9a		:30				NM	1	\$20.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>	<u>Spots/Week</u>			<u>Rate</u>					
Week:		09/19/16	09/25/16	---2---	2			\$20.00					
	<u>Spot</u>	<u>Ch</u>	<u>Date Range</u>	<u>Description</u>	<u>Start/End Time</u>	<u>Weekdays</u>	<u>Length</u>		<u>Rate</u>		<u>Type</u>		
	1	WNLO	09/19/16-09/25/16	Wake Up Live M-F 7a-9a	M-F 7a-9a	----Th-----	:30		\$20.00		NM		
				Credited									
N 4	WNLO	09/23/16	09/23/16	Wake Up Live M-F 7a-9a	M-F 7a-9a		:30				NM	1	\$20.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>	<u>Spots/Week</u>			<u>Rate</u>					
Week:		09/19/16	09/25/16	----2--	2			\$20.00					
	<u>Spot</u>	<u>Ch</u>	<u>Date Range</u>	<u>Description</u>	<u>Start/End Time</u>	<u>Weekdays</u>	<u>Length</u>		<u>Rate</u>		<u>Type</u>		
	1	WNLO	09/19/16-09/25/16	Wake Up Live M-F 7a-9a	M-F 7a-9a	-----F----	:30		\$20.00		NM		
				Credited									
N 5	WNLO	09/26/16	09/26/16	Wake Up Live M-F 7a-9a	M-F 7a-9a		:30				NM	2	\$40.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>	<u>Spots/Week</u>			<u>Rate</u>					
Week:		09/26/16	10/02/16	2-----	2			\$20.00					
N 6	WNLO	09/24/16	09/24/16	Sa 1030p-1130p	Sa 1030p-1130p		:30				NM	1	\$15.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>	<u>Spots/Week</u>			<u>Rate</u>					
Week:		09/19/16	09/25/16	-----1-	1			\$15.00					

(\* Line Transactions: N = New, E = Edited, D = Deleted)

Notwithstanding to whom bills are rendered, advertiser, agency and service, jointly and severally, shall remain obligated to pay to station the amount of any bills rendered by station within the time specified and until payment in full is received by station. Payment by advertiser to agency or to service or payment by agency to service, shall not constitute payment to station. Station will not be bound by conditions, printed or otherwise contracts, insertion orders, copy instructions or any correspondence when such conflict with the above terms and conditions. Two week advance cancellation notice is required unless otherwise specified.

LIN Television Corporation does not discriminate in the sale of advertising time, and will accept no advertising which is placed with an intent to discriminate on the basis of race or ethnicity. Any advertiser certifies that it is not buying broadcasting air time on LIN Television Corporation stations for a discriminatory purpose, including but not limited to decisions not to place advertising on particular stations on the basis of race or ethnicity.



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<u>Contract Dates</u> <b>09/20/16 - 09/26/16</b>	<u>Product</u> ORDER	<u>Estimate #</u> <b>920926</b>
<u>Advertiser</u> <b>POL/Tom Reed</b>		<u>Original Date / Revision</u> 07/21/16 / 09/21/16

*Line	Ch	Start Date	End Date	Description	Start/End Time	Days	Length	Spots/Week	Rate	Rtn	Type	Spots	Amount
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
N 7	WNLO	09/24/16	09/24/16	Sa 1130p-1230a	Sa 1130p-1230a		:30				NM	1	\$15.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		09/19/16	09/25/16	-----1-				1	\$15.00				
N 8	WNLO	09/21/16	09/21/16	M-F News 4 at 10 O'clock	10p-11p		:30				NM	0	\$0.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		09/19/16	09/25/16	--1----				1	\$50.00				
		<u>Spot</u>	<u>Ch</u>	<u>Date Range</u>	<u>Description</u>	<u>Start/End Time</u>	<u>Weekdays</u>	<u>Length</u>	<u>Rate</u>		<u>Type</u>		
		1	WNLO	09/19/16-09/25/16	M-F News 4 at 10 O'clock	10p-11p	---W-----	:30	<del>\$50.00</del>		NM		
Credited													
D 9	WNLO	09/23/16	09/23/16	M-F News 4 at 10 O'clock	10p-11p		:30				NM	0	\$0.00
N 10	WNLO	09/24/16	09/24/16	LN	LN		:30				NM	1	\$100.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		09/19/16	09/25/16	-----1-				1	\$100.00				
D 11	WNLO	09/25/16	09/25/16	LN	LN		:30				NM	0	\$0.00
N 12	WNLO	09/20/16	09/20/16	M-F News 4 at 10 O'clock	10p-11p		:30				NM	0	\$0.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		09/19/16	09/25/16	-1-----				1	\$50.00				
		<u>Spot</u>	<u>Ch</u>	<u>Date Range</u>	<u>Description</u>	<u>Start/End Time</u>	<u>Weekdays</u>	<u>Length</u>	<u>Rate</u>		<u>Type</u>		
		1	WNLO	09/19/16-09/25/16	M-F News 4 at 10 O'clock	10p-11p	-Tu-----	:30	<del>\$50.00</del>		NM		
Credited													
N 13	WNLO	09/22/16	09/22/16	M-F News 4 at 10 O'clock	10p-11p		:30				NM	1	\$50.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		09/19/16	09/25/16	---1---				1	\$50.00				
N 14	WNLO	09/26/16	09/26/16	M-F News 4 at 10 O'clock	10p-11p		:30				NM	1	\$50.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		09/26/16	10/02/16	1-----				1	\$50.00				
N 15	WNLO	09/22/16	09/22/16	Wake Up Live M-F 7a-9a	M-F 7a-9a		:30				NM	1	\$65.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		09/19/16	09/25/16	---1---				1	\$65.00				
N 16	WNLO	09/23/16	09/23/16	Wake Up Live M-F 7a-9a	M-F 7a-9a		:30				NM	1	\$65.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		09/19/16	09/25/16	----1--				1	\$65.00				
N 17	WNLO	09/22/16	09/22/16	M-F 10a-11a	10a-11a		:30				NM	1	\$15.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		09/19/16	09/25/16	---1---				1	\$15.00				
N 18	WNLO	09/22/16	09/22/16	M-F 7p-8p	7p-8p		:30				NM	1	\$25.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		09/19/16	09/25/16	---1---				1	\$25.00				
N 19	WNLO	09/22/16	09/22/16	M-F 1p-2p	1p-2p		:30				NM	1	\$20.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		09/19/16	09/25/16	---1---				1	\$20.00				
N 20	WNLO	09/22/16	09/22/16	Early Fringe 4p-5p	4p-5p		:30				NM	1	\$10.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>				
Week:		09/19/16	09/25/16	---1---				1	\$10.00				
Totals								0.00				16	\$530.00

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Time Period	# of Spots	Gross Amount	Agency Comm.	Net Amount
08/29/16 -09/25/16	13	\$440.00	(\$66.00)	\$374.00
09/26/16 -09/26/16	3	\$90.00	(\$13.50)	\$76.50
<b>Totals</b>	<b>16</b>	<b>\$530.00</b>	<b>(\$79.50)</b>	<b>\$450.50</b>

**Signature:** \_\_\_\_\_ **Date:** \_\_\_\_\_

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